

HexArmor®

Protect Your People



SAFETY + REDEFINED.®

The Cost of Workplace Injuries

Protect Your People

It's no secret that one small injury can cause a ripple effect of direct and indirect costs. In 2017, there were 2.8 million nonfatal workplace injuries and illnesses reported by private industry employers, costing an estimated 1 billion dollars per week in direct workers' compensation costs alone.*

These figures don't consider the downtime, lost productivity, weakened reputation, slowed growth, and lower morale companies often face after an injury – not to mention the bigger reality that injuries affect PEOPLE who are trying to provide for themselves and their families every day. Don't wait for your next injury to make a change.

PROTECT YOUR PEOPLE

As a provider of industry-defining PPE, we understand the ins and outs of finding the right PPE. We've built trust in the safety industry by rolling up our sleeves, getting dirty, and doing the heavy lifting alongside our customers to find solutions to help them better protect their people.

When it comes to workplace safety, we believe the goal should be the same for every company, organization, and employee – zero injuries. That's what the HexArmor ShieldSM Program is all about – the pursuit of zero.

GETTING YOUR PPE RIGHT

Connecting good business practices and technology with the human aspects of safety, HexArmor[®] welcomes the opportunity to partner with companies who want to get it right.

* References:
U.S. Bureau of Labor Statistics
The American Society of Training and Development

Whether you're looking to reduce injuries, consolidate SKU's, build out your safety program, lower your overall cost of ownership, or more, the HexArmor ShieldSM Program can help. We will work side-by-side with your organization to develop a comprehensive PPE program that helps keep your people safe and in compliance during their specific applications – all while building a strong safety culture.



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How Does the HexArmor ShieldSM Program Work?

Having a perfect safety scorecard isn't easy. We're here to help. The HexArmor ShieldSM program is a partnership service that works to jumpstart your safety program by implementing PPE and processes that boost compliance, optimize productivity, save money, and, most importantly, reduce injuries.

Using our five-stage approach, you'll work with a team of HexArmor[®] safety professionals who will come onsite to walk your facility and evaluate applications, hazards, and any PPE currently in use. From there, we'll create a plan that's geared towards bringing consistency across the board in products used, implementation processes, and cost ownership to all of your locations to help improve overall safety culture and ensure long-term success.

Our Goal is to Help You Reach Yours

- ▶ Improved safety program and reduced rate of personal injuries
- ▶ Increased awareness of safety issues among workers
- ▶ Higher rates of compliance with safety PPE requirements
- ▶ Reduction in costs related to personal protection, through increased efficiency and durability of PPE, reduced insurance rates, medical costs, and workers' comp claims





Program Development Process

Stage 1: Consultation

Team up with a QSSP certified HexArmor® safety specialist to talk about anything safety related at your organization, such as objectives, PPE concerns, costs, applications, hazards and hazard data, daily operations, challenges, and more.

Stage 2: Capability Match

We review your safety and PPE program to match up needs with deliverables, tasks with PPE, and challenges with support – everything that is essential for our partnership to be successful.

Stage 3: Assessment

Here's where we deliver your customized assessment, complete with safety program recommendations, cost analysis, and available value-add resources. We'll also set expectations on what you can expect from partnering with HexArmor®.

Stage 4: Evaluate

Take time to review. Did we offer everything you need? Are all of your bases covered with tangible recommendations and feasible goals? If not, let's work to reevaluate and get it right.

Stage 5: Agreement + HexArmor® Promise

Once we've got your details lined up, it's time to get started with the implementation process. We work with you to measure and monitor your customized plan, as well as adjust as needed for optimal success.

Start Your Partnership Today

Join the long list of companies that have called us on the 365th day of being injury-free to tell us how happy they were partnering with us. We're quick to tell them that it's not just because of HexArmor® products and technology – it's the commitment of both companies to send workers home safe every day. It's not always an easy path, but a very worthy one. Let's work together to make the pursuit of zero a reality.

WE'RE ALL IN. ARE YOU?

Contact us today so we can set up a time to talk about what a renewed commitment to safety may look like for you.

You can reach us at:

1-877-MY ARMOR or info@hexarmor.com



What You Can Expect

At each stage of the HexArmor Shieldsm Program, you can expect an unwavering commitment of service and support excellence.

DEDICATED TEAM

- HexArmor® national account lead
- On-site certified QSSP support
- Seasoned product development team

SITE SERVICES

- Multi-location product support
- Pre- and post-implementation audits
- Guided testing and trials
- Product and safety training

SAFETY STRATEGY

- Defining safety standards and specifications
- Best practice sharing
- Safety educational tools
- Baseline and benchmarking

PROGRAM DEVELOPMENT AND IMPLEMENTATION

- Site audits and deliverables
- Product selection guides
- Implementation plans and support
- Customized training tools and materials

CHANNEL DISTRIBUTION PARTNERSHIP

- Working with your preferred distribution partners to build inventory and pricing plans
- Partnering with national and local account representatives to drive programs
- Coordinating supply chain forecasts



SEE
SUCCESS
STORIES

HexArmor ShieldSM Program

CASE STUDY

\$1.8 Million Injury Cost Reduction Primary Metal Safety

A steel producer upgraded their PPE to HexArmor[®] and eliminated all hand lacerations in one year.

THE ISSUE: One of the largest steel producers in the world was experiencing a dangerous amount of laceration injuries per year. Sharp edges, corners, and burrs on flat-rolled product, scrap, metal bending, and threaded pipe were ripping through existing PPE. Safety professionals at the company tried a variety of PPE technologies to combat the high rate of lacerations. They were unable to find a solution to reduce injuries and lower costs associated with these hand and arm lacerations until HexArmor[®] was brought in.

THE HEXARMOR SHIELDSM SOLUTION: A variety of HexArmor[®] products were trialed in multiple production areas to help reduce their laceration injuries. Within two weeks, the advanced PPE technology in HexArmor[®] gloves had saved one worker from a serious injury after encountering a burr with his gloved hand. After three months, the steel producer had seen no injuries. After 12 months, still no injuries. By the end of the year, the plant had implemented HexArmor[®] products in most departments.

- ▶ 160+ lacerations per year average, reduced to ZERO
- ▶ \$1.8 million saved in injury costs
- ▶ Safer employees, better workplace, higher productivity

HexArmor[®] SteelLeather[®] 5033



160+
Lacerations Per Year Average
**REDUCED
TO ZERO**



HexArmor ShieldSM Program

CASE STUDY

Arm Guard Cost Savings Primary Metals Safety

A metal fabrication plant experienced a 60% cost savings when switching to HexArmor[®] for their arm protection.

THE ISSUE: A metal fabrication plant with 200 employees was facing injuries with their knit sleeve PPE. Knit sleeve technologies, such as Kevlar[®], have been around for years in steel plants but often offer little to no puncture protection and get hot and sweaty.

Depending on the density of the knit, the gauge, and the thickness of the fibers, a guard may “window” and spread the knit apart – allowing a sharp point or blade to penetrate the arm guard and cause injury.

They also end up falling down like a tube sock, increasing hazard exposure. An average of six lacerations per year with associated costs of \$11,000 brought this plant to HexArmor[®], where a new solution was able to help.

THE HEXARMOR SHIELDSM SOLUTION:

HexArmor[®] arm guards with SuperFabric[®] brand materials were implemented at the plant, which eliminated all cut and puncture injuries for an annual savings of \$66,000.

The small guard plates in the fabric provide 100x more puncture-resistance than Kevlar[®] sleeves by locking into place with applied pressure, prohibiting the knit to “window” for a greater degree of cut and puncture protection. Additionally, the extended wear life of the HexArmor[®] arm guards reduced their monthly average cost per employee from \$9.85 to \$4.09 for a cost savings of 60%.

- ▶ 6+ lacerations per year average, reduced to ZERO
- ▶ \$66,000 saved in injury costs
- ▶ Safer employees, better workplace, higher productivity

HexArmor[®] Protective Apron AP321



HexArmor ShieldSM Program

CASE STUDY

A Safety Eyewear Win-Win Lumber Safety



THE ISSUE:

The safety manager at a lumber mill was experiencing compliance issues with his employees when it came to wearing their safety eyewear. Workers were either removing their eyewear throughout the day because it was uncomfortable, fogging from body heat, or getting scratched, or they weren't wearing their eyewear at all. Unsurprisingly, this started causing a higher risk of employees getting dirt, debris, and sawdust in their eyes. An improvement in their eye safety program was needed, so he invited HexArmor[®] to talk through some possible solutions.

THE HEXARMOR SHIELDSM SOLUTION:

HexArmor[®] safety eyewear with a TruShield[®] anti-fog coating on the interior of the lens and a scratch-resistant hard coat on the exterior was able to solve their compliance problem. Employees expressed that HexArmor[®] safety eyewear was much more comfortable than their previous PPE and eliminated almost all of their fogging issues.

Additionally, a cost and use analysis found that current eyewear was only lasting them 12 days, while HexArmor[®] eyewear was lasting an average of 35 days due to scratch-resistant coatings. These findings prompted an extended trial, which found that about 80% of the HexArmor[®] safety eyewear was lasting well past 40 days; the only pairs that didn't last as long were either lost or poorly cared for.

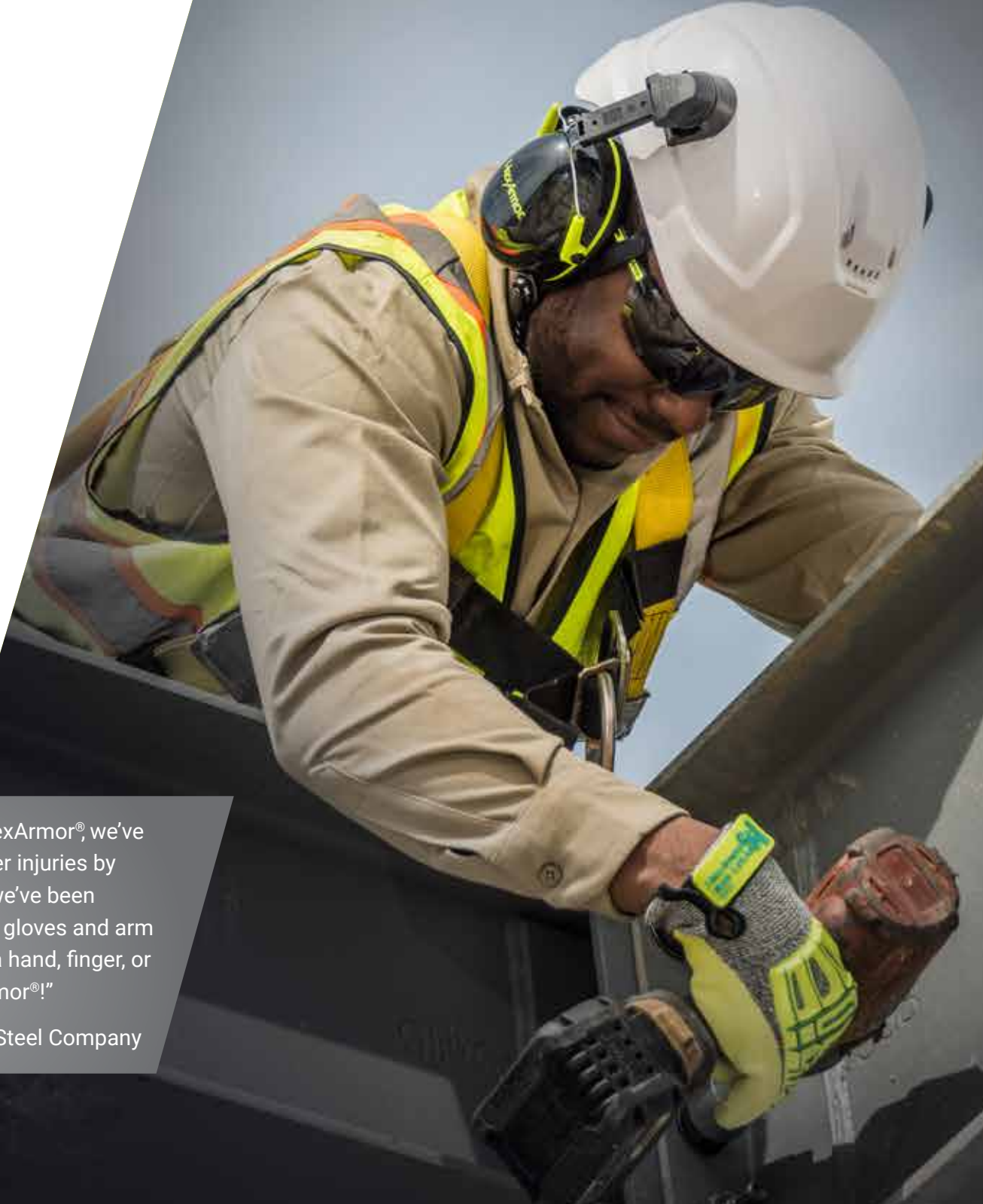
Switching to HexArmor[®] eyewear would cost them nothing over and above what they were currently spending in terms of cost per day – a win-win for safety, compliance, and the company's bottom line.

- ▶ Compliance violations reduced to ZERO
- ▶ Thousands of dollars saved per year
- ▶ Safer employees, better workplace, higher productivity

	Current Eyewear Average	MX200	MX300
Cost (\$)	\$4.85	\$8.49	\$10.49
Days of Service	12	≥ 35	≥ 35
Employee Cost Per Day	\$0.40	\$0.24	\$0.30
Overall Cost Per Year	\$21,000.00	\$12,600.00	\$15,750.00
Cost Savings Per Year	\$0	\$8,400.00	\$5,250.00



HexArmor®



"Since working with HexArmor®, we've reduced hand and finger injuries by 98%.... In the six years we've been working with HexArmor® gloves and arm guards, we have not had a hand, finger, or arm injury! Thanks, HexArmor®!"

- Safety Manager, Large Steel Company

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S A F E T Y + R E D E F I N E D .

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Call **1-877-MY ARMOR** or visit **hexarmor.com**

Protective devices do not provide unlimited protection. Some operations may require machine guards, face shields, special filter lenses, or other safety equipment. Safety helmets do not provide complete protection against hazards and should only be used in conjunction with the prescribed safety equipment for the application as well as defined safety practices. User shall be exclusively responsible for assessing the suitability of the product as specified for any individual application or use.

Protected by patents and patents pending.
MKHC-0033

All products, product descriptions, and performance scores are current as of October 2019.
For current product information, please visit hexarmor.com, or call 1-877-MY ARMOR



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